



The Residential Appraiser Has Learned to Fill Out a Form Competently

As a trainee, I learned quickly to make report look as though it was competently produced. However, it took me several years after that to learn how to produce an appraisal competently.

Without a doubt, most residential appraisers can produce a good-looking appraisal report on the pre-printed forms they're asked to use. They say all the right things.

The trouble is they often don't *do the right things*.

Not only do the boiler-plate, common responses that they inherited from their sponsor's sponsor's sponsor make dated or inaccurate claims about *paired-sale analysis* and *conversations with local builders*, but they're not up to speed on the certifications they sign off on each time they submit a report.

I recently asked a class how many of them had read the certifications in the URAR in the last couple years. Not a single hand was raised. USPAP lists ten items in *Standards Rule 2-3* how the certifications in a report must be similar. The pre-printed Fannie Mae/Freddie Mac Forms list twenty-five!

If you find yourself before your state board or, worse yet, in court, expect to be asked if you have:

- "...at a minimum, developed and reported [the] appraisal in accordance with the scope of work requirements stated in this appraisal report."
 - o Have you read the *Scope of Work* lately?
 - o How about the *assignment conditions* found in that multi-page engagement that the AMC emailed to you?
- "...performed this appraisal in accordance with the requirements of [USPAP]."
- "...reported adjustments to the comparable sales that reflect the market's reaction to the differences between the subject property and the comparable sales."
 - o Do you have support for this? Is your *Age* adjustment based on a supportable methodology? Are you using the same adjustment for bathrooms and fireplaces that you used five or ten years ago? How did you conclude that *View* adjustment was \$5,000?

- “...verified, from a disinterested source, all information in this report that was provided by parties who have a financial interest in the sale or financing of the subject property.”
 - If you’re in a non-disclosure state, have you made the difficulties with this requirement apparent to the intended users?

These are just a few of the gems that can be found in the pre-printed parts of the residential appraisal form. If you have doubts about the quality or compliance of the product that you’re shipping to the client. I can help. APC’s *USPAP Check-Up* is specifically designed to help the competent, ethical appraiser ensure compliance with USPAP in everyday appraisal report production.

Please go to our link for more details: <https://www.appraiserconsult.com/uspap-check-up.html>

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